

## Message Text

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ACTION EUR-12

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O R 021249Z MAR 76  
FM AMEMBASSY MOSCOW  
TO USDOC WASHDC IMMEDIATE  
AMEMBASSY VIENNA  
INFO AMEMBASSY BUCHAREST  
AMEMBASSY PRAGUE  
SECSTATE WASHDC 670

UNCLAS MOSCOW 3198

USDOC FOR BEWT/OEWTD/RALPH EDWARDS; VIENNA FOR EWTDO

E.O. 11652: N/A

TAGS: BEXP, UR

SUBJ: TECHNICAL SALES SEMINAR: FOOD PROCESSING AND PACKAGING  
EQUIPMENT.

REF: USDOC 03077

1. COMMERCIAL OFFICE FORWARDED PRINTING PACKAGE (PROGRAM  
AND INVITATIONS TO SEMINAR AND RECEPTION) TO HELSINKI MARCH 1  
BECAUSE OF TIGHT LEAD TIME. IN ORDER TO ENSURE THAT INFOR  
CORRECT WE WOULD APPRECIATE REPLY NO LATER THAN MARCH 4  
REGARDING FOLLOWING POINTS. (PLEASE DO NOT HOLD UP RESPONSE  
IF ALL INFO NOT AVAILABLE.)

2. NEED NAMES AND ADDRESSES OF FIRMS AS THEY WISH TO APPEAR  
IN PROGRAM; E.G., GREEN BAY MACHINERY COMPANY, DIVISION OF  
L.D. SCHREBER CHEESE CO., INC., 1607 MAIN STREET, GREEN BAY,  
WISCONSIN, 54305.

3. NEED NAME OF SPEAKER FOR EACH FIRM. WE ASSUME THAT  
THERE WILL BE ONE PAPER PER COMPANY. (WILL AXELROD  
PRESENT PAPER? WE HAVE NOT INCLUDED HIM IN LECTURE  
PROGRAM, AND NEED TITLE OF HIS PAPER IF IT IS TO BE  
INCLUDED.)

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4. FOR VIENNA. COMMERCIAL OFFICE DOES NOT RPT NOT PLAN TO PRINT UP PACKET OF BIOS. HOWEVER, IF VIENNA IS HAVING BIO PACKETS PRINTED UP IN ENGLISH FOR BUCHAREST AND PRAGUE, WE WOULD APPRECIATE RECEIVING ABOUT 300 ENGLISH-ONLY PACKETS IF THIS DOES NOT PRESENT PROBLEMS TO TRADE DEVELOPMENT OFFICE. PRINTED PACKAGE SHOULD BE MAILED VIA AIR POUCH.

5. AS PRESENTLY BLOCKED OUT, PROGRAM CALLS FOR FOLLOWING ORDER OF LECTURES:

WEDNESDAY, APRIL 14      10:00 EINBECKER (EPSTEIN)

14:00 GIOVANETTI (FMC)

15:30 BECK (VOTATOR)

THURSDAY, APRIL 15      10:00 BRANNAN (CONTINENTAL CAN)

14:00 DUDLEY (PECO)

15:30 DAL PORTO (FRAN RICA)

FRIDAY, APRIL 16      10:00 DEUTCH (GREEN BAY)

6. COMMERCIAL OFFICE HAS SCHEDULED RECEPTION FOR TUESDAY, 18:00, WHICH SHOULD ALLOW PARTICIPANTS PLENTY OF TIME TO TRANSFER FROM AIRPORT TO HOTEL AND FRESHEN UP. PLEASE ENSURE THAT ALL AWARE OF THIS EVENT, WHICH IS VERY USEFUL OPPORTUNITY FOR HIGHER LEVEL CONTACTS.

7. PLEASE WHAT ARRANGEMENTS BEING MADE FOR AXELROD HOTEL.

8. NEED VISA INFO FOR ALL FIRMS EXCEPT EPSTEIN AND PECO, WHICH HAVE ALREADY TELEXED DETAILS TO US DIRECTLY.

9. WITH REGARD TO PARA 12 REFTTEL, WE NEED A MINIMUM OF 500 RPT 500 COPIES OF LITERATURE FROM EACH COMPANY UNCLASSIFIED

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TO PASS OUT DURING THREE-DAY SEMINAR. FIRMS SHOULD SHIP DIRECTLY TO CO VIA APO NEW YORK 09862, ALLOWING AT LEAST A MONTH FOR ARRIVAL. ALSO NEED MINIMUM OF 50 COPIES OF EACH LECTURE PAPER (IN ENGLISH) ""MORE IF FIRMS CAN AFFORD--WHICH SHOULD ALSO BE SENT DIRECTLY BY APO. TWO COPIES OF LECTURE SHOULD BE AIRMAILED VIA POUCH (MOSCOW, DEPARTMENT OF STATE, WASHDC 20520) AS SOON AS AVAILABLE SO THAT WE CAN PROVIDE TO

INTERPRETERS.

10. APPRECIATE YOUR ASSISTANCE.  
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